



CHARLESTON LOCAL DEVELOPMENT CORPORATION NEWSLETTER

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"Your Source for Small Business Lending"

Contact Us

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About the LDC



The Charleston Citywide Local Development Corporation (LDC) is a not-for-profit corporation that was created by Mayor Riley and other city leaders in 1979. Although initially developed to be a pass-through entity for federally-funded, economic development-focused projects, over the last 29 years, the LDC's focus has transitioned into lending to small businesses to support the region's economic growth.

The LDC offers several loan programs to the small businesses of Charleston, Berkeley, Dorchester and Colleton Counties. While the average loan size is near \$40,000, larger loan requests are considered if the request matches the focus of the program, particularly regarding private investment and job creation. Since its inception, the LDC has provided loans to nearly 200 small business owners.

Catering to local entrepreneurs who are unable to obtain financing through traditional lending sources, the LDC also provides extensive and specialized technical assistance and business management counseling, which typically results in a lower default rate amongst the organization's clients. The LDC regularly works with other local agencies that offer support to small businesses, to include the Charleston Small Business Resource Center, SCORE, the local SBA, the Charleston Area Metro Chamber of Commerce, the Women's Business Center, FastTrac and the Charleston County Library. Working together, these organizations hold monthly seminars on how to obtain a small business loan. Dates and locations can be found on the calendar page of www.smallbusinesscharleston.org.

LDC Awarded Fourth Round of SBA Funding



The LDC was recently awarded a \$400,000 loan from the U.S. Small Business Administration (SBA) to further capitalize its Microloan Program. The Microloan Program is designed to provide funding to entrepreneurs possessing the ability to operate successful businesses, but whom for one reason or another, are unable to secure funding from a traditional lender. As an alternative financing source, the LDC, through the Microloan Program, can provide up to \$35,000 to a small business for almost any need related to its operations.

Randall Goldman, the President of the LDC's Board of Directors states, "As an organization, the LDC links small business, community involvement and community development all as essential building blocks of the Charleston economy, and through the SBA program it is uniquely suited to assist in strengthening a successful small business culture." Because the LDC does recognize that the small business sector is key to the economic livelihood of the greater Charleston region by providing jobs to thousands of citizens, it offers the Microloan Program, along with numerous other lending programs, to help fill the financial needs of small businesses. Through the Microloan Program alone, over 60 small businesses have been funded resulting in the creation of more than 325 jobs. This program coupled with other program offerings has allowed the LDC to positively impact job creation and retention in the region's small business sector.

“Because the LDC recognizes the importance of small businesses to the Charleston community, we have created a disaster relief program designed to provide vital, swift support during the most challenging circumstances.”

- Randall Goldman

Small Business Disaster Relief Loan Program

The LDC has a new loan program for small businesses in the Charleston metro area. To be prepared for the possibility of a natural disaster in the region, a Small Business Disaster Relief Loan Program was developed. If a natural disaster strikes the area, small businesses may qualify for temporary financial relief with a LDC Disaster Relief loan.

When a natural disaster occurs, the small business sector often is either not prepared or is victim to circumstances that delay the receipt of financial assistance when it is most needed. “Because the Charleston Local Development Corporation recognizes the importance of small businesses to the Charleston community, the LDC has created a disaster relief program designed to provide vital, swift support during the most challenging circumstances,” according to Randall Goldman, President of the organization’s Board of Directors.

In order to provide assistance to the region’s small businesses quickly, the program is designed with a streamlined loan approval process. Small business owners will have quick access to funds up to \$10,000. Required documentation includes a copy of the business’s license, current financials for the business and federal tax returns for the business and the owner(s). The loan proceeds can be used for securing a damaged building, purchasing generators, replacing perishable inventory, paying salaries and meeting other business continuity needs. The program provides terms which call for the repayment of the short-term loan to occur when funds are received from the SBA disaster assistance program, insurance or other traditional lenders.

Meet the LDC Staff



Sharon Brennan, *Executive Director*

Sharon began with the LDC in August 1988 when she started working for the City of Charleston. She oversees and directs the operations of the corporation and is charged with ensuring the mission of the organization is fulfilled. She has seen the LDC grow from a pass-through entity to one offering numerous programs to satisfy most small business needs. Prior to her tenure with the LDC and the City, Sharon had owned and operated a real estate brokerage firm, managed a mortgage banking office and taught English. She holds an undergraduate degree from Winthrop College and a Master’s degree from the University of Southern California.



Dwayne Jubar, *Financial Services Director*

For the past 14 years, Dwayne has worked in a financial capacity with the LDC and is currently the Financial Services Director for the organization. His work has included providing technical assistance to borrowers, maintaining the loan portfolio and managing the organization’s financial assets. Dwayne’s past experience includes working as the controller for a small business enterprise along with serving in the U.S. Air Force. He earned his Bachelor’s degree in Business Administration from Charleston Southern University and an MBA from Webster University.



Cindi Rourk, *Loan Officer*

Cindi joined the LDC last May as the Loan Officer. She is responsible for accepting and analyzing loan requests and providing technical assistance. She has been in banking in Charleston for over 15 years and has held positions in bank marketing, retail sales management, branch administration and small business lending. A graduate of Appalachian State University and Leadership Charleston, Cindi is originally from Dallas, North Carolina and has been a part of the Charleston community since 1988.



Linda James, *LDC Assistant*

Linda became the LDC Assistant in September 2008. She is responsible for providing administrative support. Prior to working for the LDC, she was an Administrative Assistant for the City of Charleston’s Department of Economic Development for 25 years. Linda attended Indiana Business College.

LDC BOARD OF DIRECTORS

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President

Mayor Joseph P. Riley, Jr.

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LDC FUNDING PARTNERS

**Calvert Social
Investment Foundation**

**Charleston Renewal
Community**

City of Charleston

**National Trust for
Historic Preservation**

**U.S. Department of
Agriculture**

**U.S. Small Business
Administration**

**U.S. Department of
Commerce, Economic
Development
Administration**

**Charleston Citywide
Bank Consortium**

LDC Success Stories

Budget Janitorial Services

Budget Janitorial Services, currently owned and operated by Milton Clemens, is a local janitorial company that services mostly commercial establishments in the North Charleston area. The business prides itself on its low turnover rate of both clients and employees. Before opening his own business, Mr. Clemens worked part-time in the janitorial service industry. He founded his own janitorial company after being asked repeatedly why he didn't go into business for himself. Over the years, his business has grown and today he employs a staff of about 25 individuals. Mr. Clemens began his relationship with the LDC when he received an SBILP loan. With the help of the LDC, Mr. Clemens was able to establish a company with a reputation for superior service throughout the greater Charleston area.



Lulan Artisans

Eve Blossom spent two years in Vietnam restoring French villas for corporate and government offices. Traveling throughout Southeast Asia, she discovered a passion for the hand weaving traditions of the region and realized their unparalleled talents and spirit. The creation of a sustainable market, livelihood, and wage for the weavers and their villages became a dream that eventually led to Lulan.

Established in 2004, today Lulan works with 600 artisans, developing local cottage industries and helping to meet specific economic needs of individual communities in Cambodia, Laos, Thailand, Vietnam and India. Lulan Artisans was chosen as one of twenty-five finalists for the 2008 American Express Members Project and has been featured in local, regional and national magazines such as *Blueprint*, *Departures*, and *House & Garden*. The LDC was able to assist Ms. Blossom with the initial funding for Lulan by combining loans from the SBA and the LDC's RLF programs.



People Places & Quilts

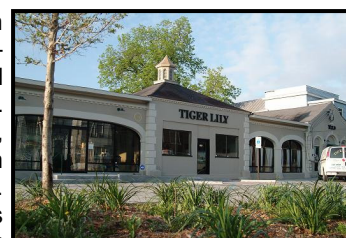
Diane Wilson is the proprietor of People Places & Quilts, a quilting store with locations in Summerville and downtown Charleston. The stores offer quilting fabrics and supplies, as well as classes and quilt-planning assistance. The Summerville store had been in operation for nine years when Ms. Wilson decided to open another branch downtown in 1999. This decision was made in large part to accommodate the significant number of Charleston vacationers who made the twenty-mile trip to Summerville for the sole purpose of visiting the store. The downtown location is within walking distance of many of Charleston's attractions, such as the Historic Market, the Visitor's Center, and the King Street shopping district. The LDC was able to assist Ms. Wilson in opening the second location of People Places & Quilts with an SBILP loan in 1999.



Tiger Lily Florist

Manny and Clara Gonzales own Tiger Lily in downtown Charleston. Tiger Lily is a full service florist specializing in high-end arrangements, corporate and event work. In both staff and sales volume, Tiger Lily is South Carolina's single largest florist. Manny and Clara have been featured in various magazines, including *Southern Living* and *Charleston Magazine*, and have won awards such as "Charleston's Small Business of the Year" in 2004. In 2005, Manny and Clara were selected as "South Carolina's Small Business Persons of the Year Runners-Up". *Florist's Review Magazine* awarded Tiger Lily "America's Florist of the Year 2nd Place" in 2006.

The couple bought and refurbished an abandoned gas station in 2004 and turned it into a state-of-the-art flower shop, winning several architectural and community revitalization awards. The LDC was able to assist Manny and Clara with a Microloan and a Small Business Incentive loan enabling them to purchase and renovate the gas station that previously existed on the lot.





CHARLESTON LDC NEWSLETTER

Interested in Obtaining a Business Loan?

The LDC lends to startup and existing for-profit small businesses in Charleston, Berkeley, Dorchester and Colleton counties. Since the LDC is a lender of last resort and does not compete with the private commercial lending sector, applicants should have been turned down for a business loan by a traditional lender. Or, a business's loan request may be partially funded by a commercial lender, and the LDC can partner in the transaction by providing financing to fill the gap. All of the LDC's programs require collateral and the personal guaranty of any majority owners. Applicants must be able to demonstrate repayment ability and the owners should have a reasonably acceptable credit history.

LDC applications should be submitted with a complete business plan which demonstrates how the money will help create jobs, eliminate blight or contribute to the economic development of its area. The business plan should also include financial projections for three years showing the impact of the new funds and the repayment.

Applications are accepted through the first week of each month. The LDC's Board of Directors will consider the request at its next monthly meeting. For more information about the application process, or to download an LDC application, visit www.charlestonldc.com/application.html or contact the LDC's loan officer, Cindi Rourk, at (843) 965-4089.

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